

# SBC Chairman

## Opening Remarks

It has been another productive year for the Fairfax County Small Business Commission (SBC) as we endeavor to fulfill our mission and purpose stated on the center panel.

We firmly believe that success begins with opportunity and as a result, our "signature event" continues to be the Vendor Forum. This is a reverse trade show where Fairfax County agencies and select contractors staff booths and are ready to discuss doing business. The Vendor Forum also has training sessions for small businesses and topics have included marketing, securing financing/funding sources, and doing business with Fairfax County. The event is free. The 2014 Vendor Forum had the best attendance and evaluative comments in its five-year history.

We're also appreciative of the assistance and guidance of the Purchasing & Supply Management staff members, Michael Estelle and Steve Pierson who greatly aided and enabled our efforts.

We look forward to becoming the "eyes and ears" of the small business community by identifying emerging trends and needs. We look forward to helping small businesses thrive and succeed in Fairfax County. We look forward to another productive year.

Beatrice Malone, SBC Chair  
Hunter Mill District



## Fairfax County Small Business Commission *Mission & Purpose*

The Small Business Commission

(SBC) was created by the Board of Supervisors to advise and assist the Board, county executive, and county purchasing agent on any matter that will enhance the capability of small, minority and women-owned businesses, and those owned by service-disabled veterans, to succeed.

[www.fairfaxcounty.gov/dpsm/osb/sbc/comm.htm](http://www.fairfaxcounty.gov/dpsm/osb/sbc/comm.htm)



Beatrice Malone, Chair  
Hunter Mill District

John Pellegrin  
At-Large

Michael Doherty  
Braddock District

K. Cyrus Sobhani  
Dansville District

Sue Langley  
At-Large

Kelly Pride-Hebron  
Lee District



Annual Report  
2014

Elizabeth Novak  
Mason District

Katy Fike  
Mt. Vernon District

Lillian Vogl  
Providence District

Gerarda Culipher  
Springfield District

Tracey Wood, Vice Chair  
At-Large

Marvin Powell  
Sully District

# 2014 Vendor Forum

Even more in attendance this year for this annual free event hosted by the Small Business Commission and the Fairfax County Department of Purchasing and Supply Management.

**Number Registered: 432**

**Exhibitors: 28 County Departments**

**Networking: Endless**

## Workshops and Training

- Business Financing
- Social Media Marketing
- Doing Business with the County



## SBC 2014 Committee Reports



**Success  
Begins with  
Opportunity**

**Communications**—Followed the lead of the County Communications Department to gain exposure for the Vendor Forum, prepared the 2013 Annual Report, developed and implement the selection process for the Vendor Forum Social Media Marketing speakers, designed a template for committee reporting on 2014, and encouraged twice a year 15-minute meetings with supervisor.

**Strategic Planning**—The committee updated the Orientation binder material for new commissioners, and the assessed ways to improve how the Vendor Forum measurements of success are determine.

**Economic Advisory**—No economic trends presented in 2014. A presentation was delivered requesting feedback regarding small business success in the County.

**Office of Emergency Management**—Conducted a presentation on how small businesses can best prepare and conduct commerce during an area emergency.

**OMBUDS**—No actions taken in 2014.

**Legislative and Policy**—Produced six newsletter issues. No policy or legislative reform was necessary in 2014.

**Community Business Partnership**--Supports a vibrant small, women, and minority owned business community. Conducts well-attended conferences and workshops for the small business community in Fairfax County and region.

**Education & Outreach**—Determined topics for the Vendor Forum and coordinated the speakers after selection.

**Vendor Comments Speaker Board**—No complaints were submitted in 2014.

**World Police & Fire Games 2015**—Operations have just started for this special committee, and we are supporting this event by making sure small businesses are aware of the opportunities.